

Message Text

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TAGS: BEXP, CI
SUBJECT: MINING AND CONSTRUCTION TRADE MISSION JULY 18-30, 1977

REF: USDOC 06900

1. PRODUCTS BEING OFFEREC BY GLOBAL MARKETING SERVICES (GMS) WOULD NOT BE NEW TO CHILEAN MARKET, BUT END USERES ARE IN PRINCIPLE INTERESTED IN KNOWNING MORE ABOUT THEM WITH VIEW TO POSSIBLE PURCHASE IF ATTRACTIVE IN TERMS OF QUALITY OR PRICE. THERE ARE, HOWEVER, LIMITATIONS DUE TO TYPE OF MINING BEING DONE IN CHILE, PURCHASING PRACTICES OF CHILEAN STATE CORPORATIONS, AND STRINGENCY OF INVESTMENT FUNDS.

2. WITH RESPECT TO THE LARGE MINES OF CHILE'S STATE COPPER COMPANY (CODELCO/CHILE), ALL THE UNDERGROUND MINES USE BLOCK CAVING TECHNIQUE. THIS PROCESS DOES NOT APPEAR COMPATIBLE WITH THE SYSTEMS PRIMARILY BEING OFFERED BY GMS. CODELCO IS NOW OPERATING UNDER SEVER BUDGET RESTRICTIONS AND HAS ONLY ABOUT US\$10 MILLION IN UNCOMMITTED FUNDS TO USE FOR CAPITAL PURCHASES THIS YEAR. WE ALSO UNDERSTAND THAT CODELCO TENDS TO PURCHASE DIRECTLY FROM MANUFACTURERES THROUGH ITS NEW YORK OFFICE, AVOIDING THE USE OF MARKETING FIRMS. THE SAME OBTAINS FOR THE STATE IRON AND STEEL ENTERPRISE (CAP), WHICH HAS A NEW YORK OFFICE. CAP OPERATES ONLY
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PAGE 02 SANTIA 03282 212204Z

OPEN PIT MINES AND HENCE IN ANY CASE WOULD NOT BE CUSTOMERS FOR SUPPORT EQUIPMENT. A TOP CODELCO OFFICIAL, HOWEVER, DID EXPRESS INTEREST IN KNOWNING MORE ABOUT GMS PRODUCT LINE.

3. NATIONAL COAL CORPORATION (ENACAR) USES LONGWALL MINING TECHNIQUE AND NOW USES SOME SYSTEMS APPARENTLY SIMILAR TO THE ONES DESCRIBED IN REFTTEL. ENACAR DOES NOT PURCHASE DIRECTLY AND IS

INTERESTED IN KNOWING MORE ABOUT GMS LINE, BUT AT PRESENT
FUNDING RESTRICTIONS PROHIBIT ALL BUT MOST ESSENTIAL PURCHASES.

4. IN GENERAL, OPPORTUNITIES FOR GMS PRODUCT LINE APPEAR SOMEWHAT
LIMITED FOR THE TIME BEING. BUT OPPORTUNITIES MAY EVENTUALLY BECOME
AVAILABLE DEPENDING ON COMPETITIVENESS OF GMS PRODUCTS. PEOPLE
CONTACT FOUND IT DIFFICULT TO MAKE JUDGMENTS BASED ON LIMITED
INFORMATION SUPPLIED BY REFTEL AND WOULD PREFER TO HAVE MORE COMPLETE
DATA, INCLUDING CATALOG OF PRODUCTS BEING OFFERED.
POPPER

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